

## CLAIMS

I/We claim:

- [c1] 1. A method in a computer system for presenting forecast information, the method comprising:
  - providing forecast snapshots, each forecast snapshot having a forecast date, a forecast period, and summary forecasts;
  - receiving from a user a request to display forecast information for a forecast period;
  - for each forecast snapshot for the requested forecast period, retrieving forecasts for participants of the forecast;
  - retrieving current opportunities for the user; and
  - generating a display description with a summary area that includes summary information of the retrieved forecasts for participants of the forecast, a participants area that includes information of the retrieved forecasts of each participant, and a user area that includes information of the retrieved current opportunities of the user.
- [c2] 2. The method of claim 1 wherein the information of the areas include a date for each forecast snapshot.
- [c3] 3. The method of claim 1 wherein the participants area includes a row for each participant that, when selected, provides more detailed information about each participant.
- [c4] 4. The method of claim 1 wherein information of the summary area includes closed revenue and forecast revenue.

- [c5]        5.     The method of claim 4 wherein the information of the summary area includes pipeline revenue.
- [c6]        6.     The method of claim 4 wherein the information of the summary area includes expected revenue.
- [c7]        7.     The method of claim 1 wherein the information of the participants area includes closed revenue and forecast revenue.
- [c8]        8.     The method of claim 7 wherein the information of the participants area includes pipeline revenue.
- [c9]        9.     The method of claim 7 wherein the information of the participants area includes name of the participant.
- [c10]       10.    The method of claim 1 wherein the user area includes information for each opportunity of the user.
- [c11]       11.    The method of claim 10 wherein the information for each opportunity includes opportunity identifier and forecast revenue.
- [c12]       12.    The method of claim 1 wherein the summary area includes a row of information for each forecast snapshot within the forecast period, the participant area includes a row of information for each participant within each forecast snapshot within the forecast period, and the user area includes a row for each opportunity of the user.
- [c13]       13.    The method of claim 1 wherein information of the summary area includes forecasted quantity of a product.

- [c14]        14. The method of claim 1 wherein the information of the summary area includes closed quantity of a product.
- [c15]        15. The method of claim 1 wherein the information of the summary area includes pipeline quantity of a product.
- [c16]        16. A computer system for presenting forecast information, comprising:  
a data store with forecast snapshots having a forecast date, a forecast period, and forecast information;  
a component that, for each forecast snapshot for a forecast period, retrieves forecasts for participants of the forecast; and  
a component that generates a display description with a summary area that includes summary information of the retrieved forecasts for participants of the forecast, a participants area that includes information of the retrieved forecasts of each participant, and a user area that includes information of opportunities of a user.
- [c17]        17. The computer system of claim 16 wherein the information of the areas include a date for each forecast snapshot.
- [c18]        18. The computer system of claim 16 wherein the participants area includes a row for each participant that, when selected, provides more detailed information about each participant, the more detailed information including opportunity information retrieved from a snapshot.
- [c19]        19. The computer system of claim 16 wherein information of the summary area includes forecast revenue.
- [c20]        20. The computer system of claim 16 wherein the information of the summary area includes closed revenue.

- [c21]        21. The computer system of claim 16 wherein the information of the summary area includes expected revenue.
- [c22]        22. The computer system of claim 16 including a component that automatically generates forecasts in accordance with a forecast definition.
- [c23]        23. The computer system of claim 16 wherein information of the participants area includes forecast revenue.
- [c24]        24. The computer system of claim 16 wherein the information of the participants area includes pipeline revenue.
- [c25]        25. The computer system of claim 16 wherein the information of the participants area includes name of the participant.
- [c26]        26. The computer system of claim 16 wherein the user area includes information for each current opportunity of the user.
- [c27]        27. The computer system of claim 16 wherein the user area includes information for each opportunity of the user stored in a snapshot.
- [c28]        28. The computer system of claim 16 wherein the summary area includes a row of information for each forecast snapshot within the forecast period, the participant area includes a row of information for each participant within each forecast snapshot within the forecast period, and the user area includes a row for each opportunity of the user.
- [c29]        29. The computer system of claim 16 wherein information of the summary area includes forecasted quantity of a product.

- [c30]        30. The computer system of claim 16 wherein the information of the summary area includes closed quantity of a product.
- [c31]        31. The computer system of claim 16 wherein the information of the summary area includes pipeline quantity of a product.
- [c32]        32. A computer-readable medium for controlling a computer system to present forecast information, by a method comprising:  
              providing forecast snapshots, each forecast snapshot having a forecast date, a forecast period, and summary forecasts;  
              for each forecast snapshot for the requested forecast period, retrieving forecasts for participants of the forecast; and  
              generating a display description with a summary area that includes summary information of the retrieved forecasts for participants of the forecast and a participants area that includes information of the retrieved forecasts of each participant.
- [c33]        33. The computer-readable medium of claim 32 wherein the information of the areas include a date for each forecast snapshot.
- [c34]        34. The computer-readable medium of claim 32 wherein the participants area includes a row for each participant that, when selected, provides more detailed information about each participant.
- [c35]        35. The computer-readable medium of claim 32 wherein the information of the participants area includes name of the participant.
- [c36]        36. The computer-readable medium of claim 32 wherein the summary area includes a row of information for each forecast snapshot within the forecast

period and the participant area includes a row of information for each participant within each forecast snapshot within the forecast period.

[c37]       37. The computer-readable medium of claim 32 wherein information of the summary area includes forecasted quantity of a product.

[c38]       38. A computer-readable medium containing a data structure comprising:

a summary area that includes summary information of forecasts for participants of a forecast, the summary information being generated based on forecast snapshots having a forecast date, a forecast period, and summary forecasts;

a participants area that includes information of forecasts of each participant that is generated based on the forecast snapshots; and

a user area that includes information of the retrieved current opportunities of the user.